

Message Text

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PAGE 01 ZAGREB 00231 250745Z

17

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 085388

P R 211615Z MAR 75
FM AMCONSUL ZAGREB
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 3008
AMEMBASSY BELGRADE

UNCLAS ZAGREB 0231

COMMERCE PASS OIM/COUNTRY MARKETING MANAGER AND
MAJOR PROJECTS DIVISION

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: ZAGREB SPRING FAIR/MAJOR PROJECTS FOR FIBERBOARD
PRODUCTION

1. DURING RECENT TRIP VISITING KEY PROSPECTS, ECON/COMMERCIAL
OFFICER INFORMED THAT TWO YUGOSLAV FIRMS--"LESONIT" OF ILIRSKA
BISTRICA (SLOVENIA) AND "JASEN" OF KRALJEVO (SERBIA) PLAN
MAJOR NEW INVESTMENTS IN FIBER BOARD PRODUCTION. COMMERCE
REQUESTED CONTACT RELEVANT EXHIBITORS SUCH AS GLOBE AND PERHAPS
APEX TO ASCERTAIN CAPABILITY PROVIDE EQUIPMENT SUCH AS DEFIBERING
MILL. "LESONIT" PROJECT -- WHICH REPORTEDLY COULD GO FORWARD
THIS YEAR (SEE DETAILS BELOW)-- REQUIRES SO-CALLED "DRY PROCESS"
BECAUSE OF POLLUTION CONTROL CONSIDERATIONS.

2. REQUEST COMMERCE ALSO INFORM OTHER RELEVANT AMERICAN FIRMS,
ESPECIALLY IF SPRING FAIR EXHIBITORS WOULD NOT BE IN POSITION
TO ORGANIZE OFFER. DETAILS OF "LESONIT" PROJECT FOLLOW KEYED
TO PTO FORMAT:

- A. 1. 479/01/P0006
2. 032175
3. EVDSTEINEN
4. 479 YUGOSLAVIA
5. ME
6A. WRITE TO--

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6B. ENG. ANICA STEMBERGER

CHIEF OF DEVELOPMENT SECTION

6C. SLOVENIJALES-LESONIT

66250 ILIRSKA BISTRICA

YUGOSLAVIA

7. TELEX: 34125; PHONE: (067) 81-241

8. --

9. 101 DIRECT SALE TO END USER

10. DESCRIPTION

3553 WOODWORKING MACHINERY

PLANT TO PROCESS 120 TONS DAILY OF WASTE WOODS (70 PER CENT BEECH/30 PER CENT SOFT-WOOD CONIFERS) USING SO CALLED "DRY PROCESS" INTO FIBERBOARDS LENGTH 5.5 METERS X WIDTH 2.10 METERS X THICKNESSES 2-8 MILIMETERS.

LESONIT IS A MAJOR YUGOSLAV PRODUCER OF LAMINATED FIBER-BOARDS (PRODUCTION 4 MILLION SQUARE METERS ANNUALLY) AND MEMBER OF SLOVENIJALES, YUGOSLAVIA'S FIFTH LARGEST TRADING ORGANIZATION AND A MAJOR EXPORTER OF WOOD PRODUCTS TO THE UNITED STATES.

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Margaret P. Grafeld
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